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INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Oklahoma

U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

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INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Oklahoma

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Oklahoma. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by LaDonna R. Gooden of the Office of International Trade. Major contributions were made by Jerry Reese of the Oklahoma City District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Federal Building, Suite 670
200 5th Street N.W.
Oklahoma City, OK 73102
(405) 231-4491

U.S. Department of Commerce
5 Broadway Executive Park, Suite 200
6601 Broadway Extension
Oklahoma City, OK 73116
(405) 231-5302

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Oklahoma Department of Agriculture
International Marketing
2800 North Lincoln Boulevard
Oklahoma City, OK 73105
(405) 521-3864

The International Marketing Division provides export counseling in various areas, including procurement, transportation, documentation, packaging and labeling, legal considerations and customs regulations, monetary procedures and financing. The export marketing program includes participation in international food trade shows and technical assistance to agricultural producers, processors and manufacturers, as well as trade leads. It also provides information about such things as international trade agreements and foreign marketing techniques, and assists foreign importers in locating product sources.

Oklahoma Department of Vo-Tech Education
1500 West 7th Street
Stillwater, OK 74074
(405) 377-2000

Oklahoma International Division
6601 Broadway Extension, Suite 200
Oklahoma City, OK 73116
(405) 521-5301
Branch Office:
440 S. Houston, Room 505
Tulsa, OK 74127
(918) 581-2806

The Oklahoma International Division and its Export Services program are a joint effort of the Oklahoma Department of Economic Development and the U.S. Department of Commerce, International Trade Administration. The Division provides easy access to all Department of Commerce programs (reviewed on previous page). The Division also provides its own export seminars and workshops, trade fairs, and assistance for Oklahoma firms wishing to participate in overseas trade shows.

Oklahoma maintains representatives in Hong Kong, London, Singapore, Tokyo and New Dehli, India.

Oklahoma Tourism and Recreation Department
500 Will Rogers Building
Oklahoma City, OK 73105
(405) 521-2409

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Muskogee City, County Port Authority
Route 6, Port 50
Muskogee, OK 74401
(918) 681-7886

Tulsa Port of Catoosa
5555 Bird Creek Avenue
Catoosa, OK 74015
(918) 266-5830

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Oklahoma State University
Center for International Trade Development
109 Cordell North
Stillwater, OK 74078-0390
(405) 624-7693

The Center for International Trade Development provides in-depth assistance to exporters in the areas of international marketing, production, strategy, and policy analysis. The **International Business Development Program** helps a company evaluate its international potential and can create an overseas marketing plan. The **International Market Research Program** performs detailed market research and develops a market strategy for a particular market and product. The **Engineering Technical Program** helps companies adapt their products to overseas markets and can assess the product's competitiveness. The **Agricultural Resource Program** assists agricultural producers and agribusiness firms in exporting. The **Culture/Country Orientation Program** prepares managers for living or doing business abroad. The Center also provides educational and training programs and cultural events.

Southeastern State University
Small Business Development Center
517 West University
Durant, OK 74701
(405) 924-0277

The Oklahoma SBDC works in cooperation with the U.S. Small Business Administration to assist small businesses, including small business exporters. It provides export counseling and conducts educational seminars and workshops on international trade. Along with the primary center, the Oklahoma SBDC has a network of SBDC subcenters located at universities throughout the state.

Central State University
Small Business Development Center
100 North University Boulevard
Edmond, OK 73034
(405) 341-2980

East Central State University
Small Business Development Center
1036 East 10th Street
Ada, OK 74820
(405)436-3190

Northeastern State University
Small Business Development Center
Talequah, OK 74464
(918) 456-5511

Northwestern State University
Small Business Development Center
Alva, OK 73717
(405) 327-1700

Southwestern State University
Small Business Development Center
100 Campus Drive
Weatherford, OK 73096
(405) 772-6611, ext. 3050

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Duncan Chamber of Commerce
P.O. Box 600
Duncan, OK 73533
(405) 255-3644

Lawton Chamber of Commerce
International Relations Committee
#9 Lasso Loop
P.O. Box 1376
Lawton, OK 73501
(405) 357-4253

Oklahoma City Chamber of Commerce
One Santa Fe Plaza
Oklahoma City, OK 73102
(405) 278-8900

Among other services, the Oklahoma City Chamber provides referral services for exporters and issues Certificates of Origin. It also co-sponsors seminars on international trade.

Oklahoma State Chamber of Commerce and Industry
4020 Lincoln Boulevard
Oklahoma City, OK 73105
(405) 424-4003

Pauls Valley Chamber of Commerce
P.O. Box 638
Pauls Valley, OK 73035
(405) 238-6491

Stillwater Chamber of Commerce
P.O. Box 1687
Stillwater, OK 74076
(405) 372-5573

Metropolitan Tulsa Chamber of Commerce
616 South Boston Avenue
Tulsa, OK 74119
(918) 585-1201

The Tulsa Chamber works closely with other international trade organizations and agencies, providing a referral service to assist exporters. It also co-sponsors seminars on international trade.

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

Oklahoma City

Oklahoma City International Trade Association
P.O. Box 1936
Oklahoma City, OK 73101
(405) 232-5900

Among other activities, the association co-sponsors seminars on international trade.

Oklahoma District Export Council
c/o U.S. Department of Commerce
6601 Broadway Extension, Suite 200
Oklahoma City, OK 73116
(405) 231-5302

The Oklahoma District Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

World Trade Council
1 Santa Fe Plaza
Oklahoma City, OK 73102
(405) 278-8900

Tulsa

International Council of Tulsa
616 South Boston Avenue
Tulsa, OK 74119

Among other activities, the Council co-sponsors seminars on international trade.

Oklahoma Association of Importers
3424 South Columbia Place
Tulsa, OK 74105
(918) 743-9901

Tulsa Foreign Credit Interchange Assembly
P.O. Box 3424
Tulsa, OK 74101
(918) 582-6275

Tulsa World Trade Association
616 S. Boston Avenue
P.O. Box 581510
Tulsa, OK 74133
(918) 438-2760

Among other activities, the association co-sponsors seminars on international trade.

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Oklahoma (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Oklahoma.

Belgium (H)
2400 First National Center
Oklahoma City, OK 73102
(405) 232-0621

France (H)
7666 East 61st Street, Suite 400
P.O. Box 35287
Tulsa, OK 74153
(918) 254-0471

Germany (H)
4700 Willard
Oklahoma City, OK 73105
(405) 424-2167

Korea (H)
1300 North Broadway
Oklahoma City, OK 73103
(405) 235-5621

Norway (H)
3701 S. Peoria
Tulsa, OK 74105
(918) 743-7814

Peru (H)
2430 East 41st Street
Tulsa, OK 74105
(918) 245-5911

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampehire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Oklahoma City

Bank of Oklahoma
P.O. Box 24128
Oklahoma City, OK 73124
(405) 272-2375

The First Interstate Bank of
Oklahoma City
P.O. Box 25189
Oklahoma City, OK 73125
(405) 272-4283

Liberty National Bank & Trust
Company of Oklahoma City
P.O. Box 25848
Oklahoma City, OK 73127
(405) 231-6000

Tulsa

Bank of Oklahoma, Tulsa, N.A.
International Banking Center
Bank of Oklahoma Tower
P.O. Box 2300
Tulsa, OK 74192
(918) 588-6055

The First National Bank &
Trust Co. of Tulsa
P.O. Box 1
Tulsa, OK 74193
(918) 586-1000

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Oklahoma City

ABI Energy Enterprises, Inc.
6600 North Meridian Street
P.O. Box 22175
Oklahoma City, OK 73123
(405) 843-9963

Gas & oil field equipment.

American International Marketing Group, Inc.
4415 Highline Boulevard, Suite 206
P.O. Box 26083
Oklahoma City, OK 73126
(405) 942-8939

Fee International Ltd.
4040 North Stiles Avenue
Oklahoma City, OK 73105
(405) 528-4621

Farm and garden tools, electronic parts, video & audio cassettes, hand tools, hardware.

IBKAR Enterprises
2221 West Lindsey Street
Norman, OK 73069
(405) 360-6688

Industrial Export Inc.
7200 N.W. 23rd Street, Suite 402
P.O. Box 12177
Oklahoma City, OK 73157
(405) 787-3421

Oil field and industrial equipment.
Area: Latin America

International Export Inc.
P.O. Box 2310
Norman, OK 73070
(405) 329-5444

Pumps, machinery, heavy equipment generators.
Area: Middle East

KRK International
1312 Brookwood Drive
Edmond, OK 73034
(405) 348-3474

Nichols International Enterprises
105 Country Club Terrace
Oklahoma City, OK 73110
(405) 732-8845

Durable goods.

O.E.C. -- Overseas Export Company, Inc.
6803 South Western Avenue, #409
Oklahoma City, OK 73139
(405) 631-0453

Food products, grocery items, other products.
Area: Middle East

Overseas Enterprises Inc.
1225 West Main, Suite 116
Norman, OK 73069
(405) 321-2574

Oil industry products, industrial products.
Area: Middle East

Semco/Banserco Inc.
5000 N.W. Expressway
Oklahoma City, OK 73132
(405) 722-4441

Agricultural chemicals, oilseeds, agricultural related products.
Areas: Mexico, South America

Southern Overseas American Products Co.
4001 Lincoln Boulevard
Oklahoma City, OK 73105
(405) 691-7282

United Enterprises
1430 West Lindsey Street
Oklahoma City, OK 73069
(405) 364-7202

World Merchant Ltd.
122 N.W. 22nd Street
Oklahoma City, OK 73109
(405) 525-3579

Yeoman & Associates, Inc.
4415 Highline Boulevard
Oklahoma City, OK 73108
(405) 943-3341

Tulsa

AA Enterprise Inc.
5127 South Lewis
Tulsa, OK 74015
(918) 743-3417

C & J Enterprises
6721 East 106th Street
Tulsa, OK 74133
(918) 745-1730
Areas: Africa, Turkey, India

Export Services, Inc.
3424 South Columbia Place
Tulsa, OK 74105
(918) 744-9640
Industrial & construction equipment parts.

Interlog Corporation
4417 South Mingo Road
Tulsa, OK 74146
(918) 622-4626

International Marketing &
Construction Company, Ltd.
3728 S. Elm Place, Suite 333
Broken Arrow, OK 74011
(918) 455-0430
Wireline, wellhead pressure control, and oil well logging hoisting equipment, hydraulic powered units and generators.
Areas: Europe, Middle East, Pacific Rim, Pacific Basin, Australia.

Naifeh Marketing, Inc.
111 West 5th Street
Tulsa, OK 74103
(918) 584-2983
Games, gift items, specialty items.

R & W Enterprises
1148 South College
Tulsa, OK 74104
(918) 748-8156

TIS Corporation
P.O. Box 2953
Tulsa, OK 74101
(918) 748-8156
Products for pipeline, oilfield, & refinery industries & related fields.
Area: Worldwide

Zee Bar International
4001 Colonial Drive
Sapulpa, OK 74066
(918) 224-0377
Agricultural breeding animals.

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Oklahoma City

Arthur Andersen & Co.
Mid-America Plaza
Oklahoma City, OK
(405) 236-1491

International accounting.

C & C Enterprises, Inc.
2601 N.W. Expressway
Oklahoma City, OK 73132
(405) 841-3400

Coopers & Lybrand
Liberty Bank Bldg., Suite 3300
100 N. Broadway Avenue
Oklahoma City, OK 73102
(405) 236-5800

International accounting.

Deloitte Haskins & Sells
Fidelity Bank Plaza
201 N.W. Robert S. Kerr Avenue
Oklahoma City, OK 73102
(405) 232-6191

International accounting.

Ernst & Whinney
Liberty Tower, Suite 2600
100 N. Broadway Avenue
Oklahoma City, OK 73102
(405) 239-7961

International accounting.

Grant Thornton
City Place, Suite 700
Oklahoma City, OK
(405) 272-9791

International accounting.

ITEX of Oklahoma City
818 N.W. 63rd Street
Oklahoma City, OK 73116
(405) 840-2080

Peat Marwick — International accounting.
700 First Oklahoma Tower
Oklahoma City, OK
(405) 239-6411

Price Waterhouse — International accounting.
Colcord Building
15 N. Robinson Avenue
Oklahoma City, OK 73102
(405) 272-9251

Transnational Corp.
2226 Linderwood Lane
Norman, OK 73071
(405) 329-3243

Upshaw & Associates
2901 Classen Boulevard
Oklahoma City, OK 73106
(405) 525-3024

Arthur Young & Co. — International accounting.
Liberty Tower
100 N. Broadway Avenue
Oklahoma City, OK 73102
(405) 278-6800

Tulsa

Arthur Andersen & Co. — International accounting.
One Williams Center, Suite 1900
Tulsa, OK 74172
(918) 587-2571

A.L. Billings & Associates — Transportation consultants.
11 East Broadway
Sand Springs, OK 74063
(918) 241-3080

Coopers & Lybrand — International accounting.
First National Tower, Suite 3300
Tulsa, OK
(918) 582-6404

Deloitte Haskins & Sells — International accounting.
First National Tower, Suite 1230
Tulsa, OK
(918) 583-1233

Getty International
4515 S. Yale Avenue, Suite 112
Tulsa, OK 74135
(918) 627-6326

Peat Marwick Mitchell & Co.
One Williams Center, Suite 1600
Tulsa, OK 74172
(918) 585-2551

International accounting.

Arthur Young & Co.
One Williams Center, Suite 4300
Tulsa, OK 74172
(918) 582-9921

International accounting.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Oklahoma City

Hietman & Davis
28 N.W. 7th Street
Oklahoma City, OK 73102
(405) 236-0820

E. Vance Winnigham & Associates,
A Professional Corporation
2909 N.W. 31st Street
Oklahoma City, OK 73112
(405) 942-8974 (Oklahoma City)
(405) 624-1661 (Stillwater)
(918) 584-4200 (Tulsa)

Tulsa

Hall, Estill, Hardwick, Gable,
Collingsworth & Nelson
4100 Bank of Oklahoma Tower
One Williams Center
Tulsa, OK 74172
(918) 588-2700

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Oklahoma City

Airborne
Will Rogers World Airport
Oklahoma City, OK 73128
(405) 681-0723

Burlington Northern Air Freight
Will Rogers World Airport
Air Cargo Section
P.O. Box 59943
Oklahoma City, OK 73128
(405) 682-1601

CF Export-Import (*)
2801 South Purdue Avenue
Oklahoma City, OK 73128
(405) 686-3122

DHL World Wide Courier Express
4425 S.W. 21st Street
Oklahoma City, OK 73108
(405) 682-8088

Emery Customs Brokers/Freight Forwarders (*)
5421 S.W. 27th Street, Suite A
Oklahoma City, OK 73128
(405) 682-8065
(800) 443-6379
Airport Office:
P.O. Box 59955
Will Rogers World Airport
Oklahoma City, OK 73159
(405) 682-3627

Fritz Air Freight (*)
P.O. Box 19187
Oklahoma City, OK 73108
(405) 947-1516

Fritz Companies Inc.
3501 Melcatt Drive, Suite A
Oklahoma City, OK 73179
(405) 541-8360
TWX: 910-831-3267 AJF/FAF OKC

Tulsa

Airborne
Tulsa International Airport
Air Cargo Building
Tulsa, OK 74115
(918) 836-0106

Burlington Northern Air Freight
1821 North 106th Avenue
Tulsa, OK 74116
(918) 836-0338

CF Air Freight
2702 North Sheridan Road, Building E
P.O. Box 51366
Tulsa, OK 74151
(918) 836-3921

Fritz Air Freight (*)
1155 N. 107th East Avenue
P.O. Box 580310
Tulsa, OK 74158
(918) 835-8447
TWX: 910-845-2253 FRITZCO TUL

The Harper Group (*)
1817 North 106th East Avenue
Tulsa, OK 74115
(918) 835-6934

Intertrans Corp. (*)
Tulsa International Airport
New Cargo Building
Tulsa, OK 74115
(918) 834-0804

J.B. Transportation Inc.
7035 East 38th Street
P.O. Box 54176
Tulsa, OK 74155
(918) 663-6911

Panalpina, Inc. (*)
P.O. Box 581524
Tulsa, OK 74158
(918) 438-1600

Sekin & Company/Team Transport
International (*)
Air Cargo Building
Tulsa International Airport
Tulsa, OK 74115
(918) 836-6597

Team Air Freight
1830 N. 106th East Avenue
Tulsa, OK 74116
(918) 832-8701

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Oklahoma City

A AA Box & Crate Company
3406 Charleston Road
Oklahoma City, OK 73034
(405) 364-1126

Hasty Transfer & Storage, Inc.
815 S.W. 2nd Street
Oklahoma City, OK 73109
(405) 235-1414

Johnson Crating Service
P.O. Box 94643
Oklahoma City, OK 73143
(405) 672-7964

Labeling & Packaging
Professionals, Inc.
5820 N.W. 31st Street
Oklahoma City, OK 73122
(405) 948-1091

Red Beaver Box Company, Inc.
1546 S.E. 25th Street
P.O. Box 95127
Oklahoma City, OK 73143
(405) 670-3871

Universal Services, Inc.
7734 S.W. 34th Street, Building #3
P.O. Box 19555
Oklahoma City, OK 73144
(405) 745-2347

Tulsa

American Crating Company, Inc.
17303 East Pine Street
Tulsa, OK 74116
(918) 234-3263

Brand Export Packing, Inc.
2751 East Apache Street
Tulsa, OK 74110
(918) 834-5547

Hickman International Crating
1830 North 106 East Avenue
Tulsa, OK 74116
(918) 832-9852

International Craters & Suppliers,
Inc.
6920 East Reading Place
Tulsa, OK 74115
(918) 836-6741

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Chandler, Frates and Reitz Insurance, Inc.
4501 East 31st Street
Tulsa, OK 74135
(918) 747-8631

Johnson & Higgins of Oklahoma, Inc.
3400 First National Tower
Tulsa, OK 74013
(918) 585-8271

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Oklahoma City

Jacques Buttin
Department of Modern Languages
Oklahoma City University
Oklahoma City, OK 73106
(405) 521-5411 ext. 5020

Riccardo Cannaviello
316 Cate Center Drive
Norman, OK 73026
(405) 325-6335

Caroyln Castleman
Oklahoma Christian University
Oklahoma City, OK 73111
(405) 478-1661 ext. 275

Vivien Wai-Mei Chen
1600 N.W. 31st Street, # 258
Oklahoma City, OK 73118
(405) 271-2088

Paola Dellit
c/o LSB Industries
P.O. Box 754
Oklahoma City, OK 73101
(405) 235-4546

Elena Drazev
4100 North Market Street
Shawnee, OK 74801
(405) 273-8145

ELS Language Center
730 Asp Avenue, Suite 212
Norman, OK 73069
(405) 364-7170

Luis Gonzalez
P.O. Box 214
Bethany, OK 73008
(405) 354-0586

Hispanic Center
308 Southwest 25th Street
Oklahoma City, OK 73109
(405) 632-8844

Language Associates of Oklahoma City
2700 N.W. 49th Street
Oklahoma City, OK 73112
(405) 946-1624

Lorenza Marcin
315 S.E. Warwick Way, #24
Lawton, OK 73501
(405) 355-7547

Spanish Language Service
719 N.W. 34th Street
Oklahoma City, OK 73118
(405) 525-5920

Tulsa

Berlitz Translation Service
6004 South Memorial Road
Tulsa, OK 74145
(918) 664-4470 (Tulsa)
(405) 528-8032 (Oklahoma City)

Calderon Language Translations
1358 East 61st Street
Tulsa, OK 74136
(918) 743-3692

Gerald L. Farrar & Associates,Inc.
2323 South Sheridan Road
Tulsa, OK 74129
(918) 838-1649

InterLingua, Language Consultants
9363 East 46th Street South
Tulsa, OK 74145
(918) 494-0812

Uptrend Marketing Consulting Company
7840 South 69th East Avenue
Tulsa, OK 74133
(918) 492-8089

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____